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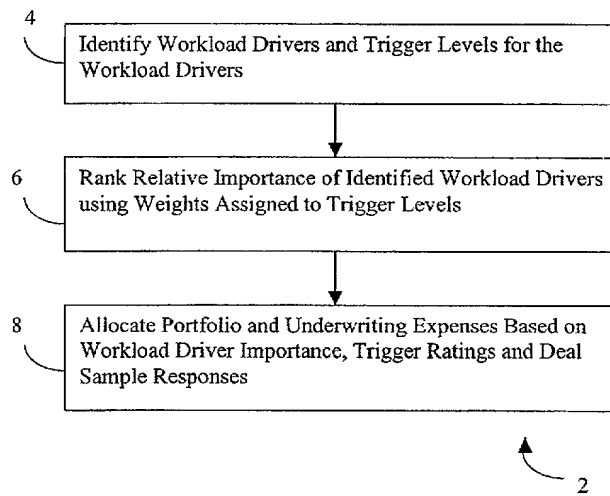


Figure 1

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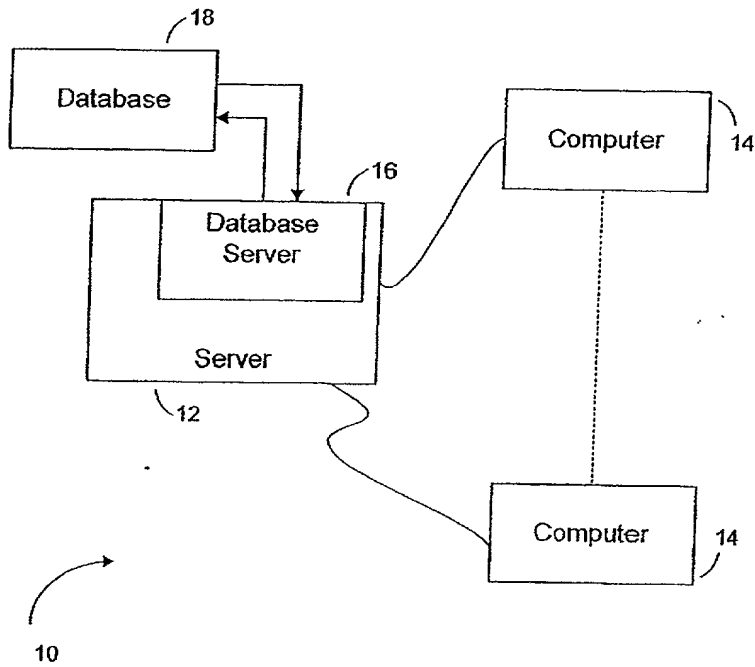


FIGURE 2

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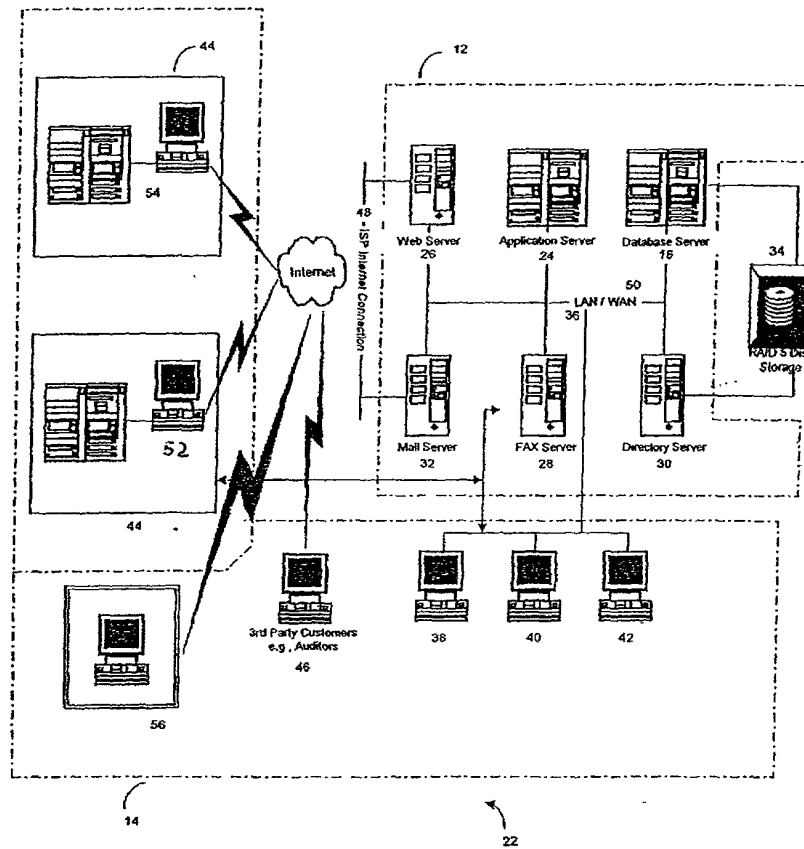


FIGURE 3

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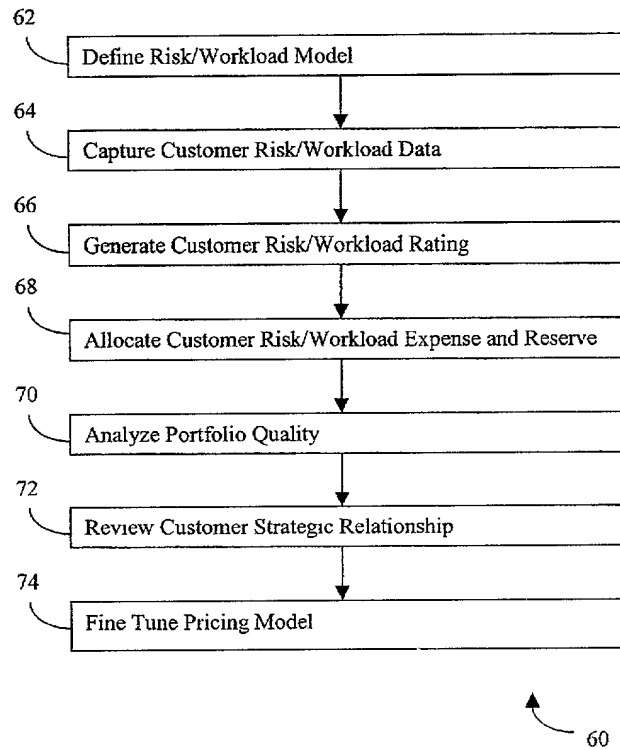


Figure 4

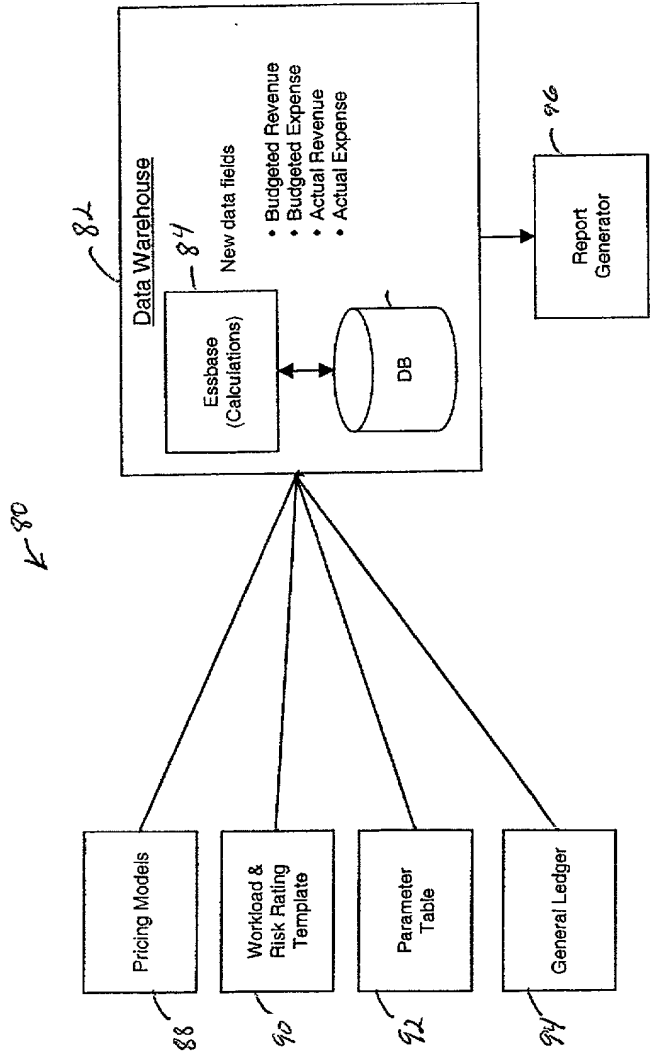


FIGURE 5

Customer Name: _____
Region: _____
Sales/Portfolio Rep: _____
U.S. or Canadian Deal: _____
Cross-Sell Deal: _____
Cross-Sell Source: _____



CUSTOMER	Customer Name
REGION	
SALES / PORTFOLIO REP	
U.S. or Canadian Deal	US
Cross-Sell Deal	No
Cross-Sell Source	

100

Select "US" (for U.S. Tax Rate) or "C" (for Canadian Tax Rate).
If "Yes" for Cross-Sell Deal, Select Cross-Sell Source; If "No" Leave Blank.

Required Inputs: (Select Inputs From Drop Down Menus - All 11 Must be Completed)

- 1) What is the collateral performance? _____
- 2) What is the excess availability after trade clean-up? _____
- 3) Are the books & records (systems & processes) adequate? _____
- 4) What is the risk classification? _____
- 5) How many a/lags are in the borrowing base? _____
- 6) What is the frequency of borrowing? _____
- 7) What is the frequency of borrowing base reporting? _____
- 8) Is it a co-borrower structure? _____
- 9) What is the fixed charge coverage? _____
- 10) Is this a 1st time ABL borrower? (i.e., level of mgmt experience) _____
- 11) Is there an EX-IM bank guarantee? _____

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FIGURE 6

CUSTOMER
REGION: SALES / PORTFOLIO REP
CASE: U.S. or Canadian Deal

Customer Name
Total Deal Inputs: 0
U.S. or Canadian Deal: 0

Valid Inputs: AAA, AA, A, BBB, BB, B, CCC, CC, C, or D
Valid Inputs: NO CP, YES

U.S. or Canadian Deal
U.S. or Canadian Deal: 0
If "Y", Must Convert All Inputs To U.S. Dollars Using Current Exchange Rate

Val Bemardi
P224-4548

REVOLVER (Less LCU)
TERM A: 0.00%
TERM B: 0.00%
TERM C: 0.00%
TERM D: 0.00%
CAPEX: 0.00%
360 Day Aider: 0.00%
LC FACILITY: 0.00%
PREFERRED STOCK: 0.00%

CF HOLD AMOUNT
0

Commitment
Amount: 0
Term: 0
Month: 0
Avg Annual Collections: 0

Annual Fee
0.00%
0.00%
0.00%

One Time Payments
0

Collection Date
0

REVOLVER (Less LCU)
TERM A: 0.00%
TERM B: 0.00%
TERM C: 0.00%
TERM D: 0.00%
CAPEX: 0.00%
360 Day Aider: 0.00%
LC FACILITY: 0.00%
PREFERRED STOCK: 0.00%

CF HOLD AMOUNT
0

Commitment
Amount: 0
Term: 0
Month: 0
Avg Annual Collections: 0

Annual Fee
0.00%
0.00%
0.00%

One Time Payments
0

Collection Date
0

REVOLVER (Less LCU)
TERM A: 0.00%
TERM B: 0.00%
TERM C: 0.00%
TERM D: 0.00%
CAPEX: 0.00%
360 Day Aider: 0.00%
LC FACILITY: 0.00%
PREFERRED STOCK: 0.00%

CF HOLD AMOUNT
0

Commitment
Amount: 0
Term: 0
Month: 0
Avg Annual Collections: 0

Annual Fee
0.00%
0.00%
0.00%

One Time Payments
0

Collection Date
0

REVOLVER (Less LCU)
TERM A: 0.00%
TERM B: 0.00%
TERM C: 0.00%
TERM D: 0.00%
CAPEX: 0.00%
360 Day Aider: 0.00%
LC FACILITY: 0.00%
PREFERRED STOCK: 0.00%

CF HOLD AMOUNT
0

Commitment
Amount: 0
Term: 0
Month: 0
Avg Annual Collections: 0

Annual Fee
0.00%
0.00%
0.00%

One Time Payments
0

Collection Date
0

FIGURE 7

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FIGURE 8

DEAL SUMMARY											
Customer Name											
Expected Cash Flow Synthesis											
	YR.1	YR.2	YR.3	YR.4	YR.5	YR.6	YR.7	YR.8	YR.9	TOTAL	BOLN
REVOLVER BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!
TERM A BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!
TERM B BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!
TERM C BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!
CAPEX BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!
PREFERRED STOCK	0	0	0	0	0	0	0	0	0	0	#DIV/0!
COMMON STOCK	0	0	0	0	0	0	0	0	0	0	#DIV/0!
TOTAL INVESTMENT	0	0	0	0	0	0	0	0	0	0	#DIV/0!
AVERAGE ICR	0	0	0	0	0	0	0	0	0	0	#DIV/0!
INCOME											
Interest Income (Term)	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Term A	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Term B	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Term C	0	0	0	0	0	0	0	0	0	0	#DIV/0!
CAPEX	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Outplacement	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Outplacement Days	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Commitment Fees	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Closing Fee	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Compliance Fee	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Annual Fees	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Accidental Payments	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Securitization CV	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Warrent Realization	0	0	0	0	0	0	0	0	0	0	#DIV/0!
TOTAL INCOME	0	0	0	0	0	0	0	0	0	0	#DIV/0!
MONEY COST (Total)											
Revenue	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Term A	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Term B	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Term C	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Term D	0	0	0	0	0	0	0	0	0	0	#DIV/0!
CAPEX	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Preferred Stock	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Common Stock	0	0	0	0	0	0	0	0	0	0	#DIV/0!
CONTRIBUTED VALUE											
OPERATING EXPENSE	250,000	0	0	0	0	0	0	0	0	250,000	#DIV/0!
Depreciation	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Underwriting	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Periodic	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Corporate ALA	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Legal Expense	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Cost-Sal	0	0	0	0	0	0	0	0	0	0	#DIV/0!
External Capital Markets	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Internal Capital Markets	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Loss Provision	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Audit Expenses	0	0	0	0	0	0	0	0	0	0	#DIV/0!
TOTAL OF EXPENSE	250,000	0	0	0	0	0	0	0	0	250,000	#DIV/0!
TOTAL EXPENSES											
OPERATING INCOME	(250,000)	0	0	0	0	0	0	0	0	(250,000)	#DIV/0!
TERMINAL INCOME	0	0	0	0	0	0	0	0	0	0	#DIV/0!
NET INCOME	(151,125)	0	0	0	0	0	0	0	0	(151,125)	#DIV/0!
CASH FLOWS	0	0	0	0	0	0	0	0	0	(151,125)	#DIV/0!

FIGURE 9
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Account Manager Name:

Account Name:

Workload - Collateral Monitoring

Frequency of Reporting

Frequency of Borrowing

Number of Agings

Co-Borrower Structure

of Inventory Locations

Workload - Customer Requests

ABL Experience (within last 12 mos.)

Monthly Time Required For Account Strategy

Number of WAM's/Other Requests (Incl. Line Inc.) Per Quarter

Risk

Excess Availability

Fixed Charge Coverage (LTM)

Quality Of Books & Records

Assessment Of Management

Ease Of Liquidation

Structure (Within/Outside of Policy 5.0; Conservative w/ Boot Collateral)

Total Workload Time Allocation - All Accounts	
Collateral Monitoring (% of time per quarter)	
Customer Requests (% of time per quarter)	
Other	100%
Total Time	100%

FIGURE 10

200

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Region	Acct. Mgr.	Deal	Coll. Monitoring	Client Reqs.	Workload	Risk	Work/ Risk
E	Smith	Steel Co.	2.45	0.80	1.90	2.50	Mod/High
MW	Jones	Paper Co.	2.55	1.30	2.13	2.03	High/High
S	White	Drug Co.	2.00	0.50	1.50	0.60	Mod/Low
W	Black	Lumber Co.	2.00	1.00	1.67	1.80	Mod/Mod

220

Figure 11

Strategic Relationship Review

Customer Name: _____ Account Manager: _____
 Maturity Date: _____ Date: _____

Goals	Specific Objectives	Achievements	Assessment*
Customer Visitation Determine visitation schedule & objectives	• •		
Senior Management Contact Determine senior management calling strategy & objectives.	• •		
Value Added Services Plans for cross selling other GE / GE Capital products & services	• •		
Opportunities For Performance Based Pricing Determine whether a performance based pricing strategy is appropriate	• •		
Flexibility In Structure / Reporting Determine whether increased flexibility is warranted due to improved financial & collateral performance	• •		
Incremental CV\$ Identify opportunities to generate incremental CV\$ through WAM fees, contract extensions & incremental new business.	• •		
Responsiveness Outline customer requirement & establish objectives to met/exceed expectation.	• •		
Retention Strategy Understand Customer CTO's & develop strategy to retain customer.	• •		

Overall Performance Rating
 Did Not Meet Expectations 2 Met Expectations 3 Exceeded Expectations 4 Exceeded Expectations 5
 *Performance Assessment Is The Responsibility Of The Region Manager & Portfolio Manager With Input From The SCO Where Appropriate

FIGURE 12 240

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